



EXECUTIVE DIRECTOR FOR ADVANCEMENT, CHILDREN'S HOSPITAL

[UNIVERSITY OF MISSOURI](#)

Columbia, Missouri



The Aspen Leadership Group is proud to partner with University of Missouri in the search for an Executive Director for Advancement, Children's Hospital.

The Executive Director for Advancement, Children's Hospital will lead the fundraising efforts for a world-class facility that will save and improve the lives of children and their families, so that each child can live the healthiest, most fulfilling life.

Since 1839, and as Missouri's only state-supported member of the Association of American Universities, the University of Missouri (MU) has been engaged in groundbreaking research and comprehensive academics that define its strength as a higher education institution. Today, MU supports 31,103 students in 300+ degree programs, including 97 undergraduate majors, 96 master's degrees, 69 doctoral degrees, and over 70 certificates. Students work side by side with some of the world's best faculty to advance the arts and humanities, the sciences, and the professions. At MU, scholarship and teaching are driven daily by a commitment to public service—the obligation to produce and disseminate knowledge that will improve the quality of life in the state, the nation, and the world. MU's NCAA Division I Athletics program in the Southeastern Conference (SEC) has 550 student-athletes across 20 sports. There are 344,000 MU alumni living around the world, 185,000 of which remain in the state of Missouri, maintaining MU's positive impact globally and locally.

MU commits to acting ethically, welcoming differences, and exchanging ideas openly. University leaders demonstrate commitment to diversity, equity, and inclusion by ensuring each individual, regardless of background, experiences, and perspectives, is supported at MU. In the past eight years, the university created the Division of Inclusion, Diversity and Equity, hired a Chief Diversity Officer to lead the new division, and established mandatory diversity training for those responsible for hiring. As part of its student accessibility efforts, in 2021, MU invested over \$167 million in student scholarships and awards, allowing nearly half of all MU students to graduate without debt.

University of Missouri takes pride in driving innovation and the state of Missouri economy through its extensive research and outreach programs which support local families, business owners, farmers, firefighters and police, and healthcare providers. In 2021, the university secured \$389 million on total research via the National Science Foundation. It boasts about 100 new inventions each year and infuses the Missouri economy with approximately \$5B on an annual basis. Overall, the University of Missouri positively impacts 1 million Missouri residents through its offerings.

On the heels of record retention and enrollment growth amidst unprecedented challenges facing higher education in 2020, the University of Missouri jumped 15 spots in the *U.S. News & World Report* list of top national universities, rising to 124 in the publication's newest rankings of more than 380 public and private institutions. MU also moved up five spots, from No. 90 in 2020 to No. 85, among the Best Value Schools—a measure of colleges that offer the best value for students getting need-based financial aid. Additionally, the university climbed 13 spots to No. 86 among the Best Colleges for Veterans.

Mizzou Advancement emphasizes talent acquisition and professional development in service to its overall mission of enhancing private support of the University of Missouri. As a result, the division continues to attract top talent from around the country. Comprising 180 staff members with a presence across the United States and around the world, Mizzou Advancement announced the \$1.3 billion *Mizzou: Our Time to Lead* campaign in October 2015. At its conclusion in 2020, it was the most successful philanthropic campaign in the university's history, at over \$1.4 billion.

CHILDREN'S HOSPITAL

As the only academic health system in the region, University of Missouri's children's health providers, researchers, and professors, work together to provide the highest level of care to patients and families. From routine check-ups with your pediatrician to specialized services for complex diseases, illnesses and injuries, they are proud to offer expert care in more than 25 pediatric subspecialties, making it the largest and most specialized pediatric care team in central Missouri.

In the fall of 2021, University of Missouri Health Care leaders joined with MU and state leaders to break ground on a tower that will house its new Children's Hospital. The new facility is set to open in the summer of 2024 on MU Health Care's main hospital campus. At the heart of Children's Hospital is MU Health Care's mission to save and improve the lives of children and their families so each child can live the healthiest, most fulfilling life possible. This brand-new Children's Hospital will reimagine the way pediatric care is delivered and bring together all of MU's highly specialized teams. Relocating the new Children's Hospital from Keene Street is part of a larger effort to create one centralized hospital campus where resources, technology, and specialists are co-located for patients of all ages, allowing for completely coordinated care.

By building this brand-new Children's Hospital from the ground up, MU Health Care is able to be creative and strategic, keeping families and their needs firmly in mind. Every detail has been designed to provide the best healing environment possible.

Features of the building will include a dedicated child-friendly entrance designed to make check-ins and appointment navigation easy and convenient; an ADA accessible shuttle to assist families to and from their vehicles; a warm environment with colors, murals, and rounded corners designed to create a softer feel and put kids at ease during treatment; interactive clinic areas with toys and furniture that are inclusive for those with special needs; special outdoor areas for kids to play as well as flower gardens and additional spaces to relax; a nature-inspired interior with natural lighting to promote healing; and rooms with built-in flexibility to create a more convenient and seamless experience.

REPORTING RELATIONSHIPS

The Executive Director for Advancement, Children's Hospital will report to the Associate Vice Chancellor for Health System Advancement, Patrick O'Hara. The Executive Director will oversee a team of fundraising and administrative leaders.

FROM THE ASSOCIATE VICE CHANCELLOR FOR HEALTH SYSTEM ADVANCEMENT

It is certainly an exciting time to join the University of Missouri and MU Health Care. We are most grateful for your interest in serving our team as the Executive Director for Advancement for Children's Hospital. As an academic health system, MU Health Care is home to groundbreaking research that has made us an

international health care destination. We have spent over 70 years leading the way in countless aspects of care, including pediatrics. Centrally located within our University Hospital campus, the new Children's Hospital will open in the summer of 2024. Each aspect of this new building will focus on creating the best possible healing environment for children and their families. It will allow us to expand our services to maximize the resources we already provide to mid-Missouri's families and children.

This position will serve as the leader for a \$25 million campaign to secure philanthropy for the new Children's Hospital. This leader will have the opportunity to build a robust team dedicated to representing this vital mission. In joining the team, you will have access to resources to ensure your success including key partners in the Executive Vice Chancellor for Health Affairs and Dean of School of Medicine and MU Health Care and Advancement Leadership. The community and region are very motivated about this project, and you will have the opportunity to lead a group of committed volunteers who will serve to assist your fundraising efforts. This leader will be able to leave an indelible mark in contributing to enhanced access to care for children and families because of this new facility.

I look forward to meeting you and please know how important this role is to MU Health Care, University of Missouri, and most of all to the lives you will impact for the children and their families of mid-Missouri. Thank you again for your interest.

—Patrick O'Hara, Associate Vice Chancellor for Health System Advancement

UNIVERSITY OF MISSOURI'S COMMITMENT TO DIVERSITY, EQUITY, AND INCLUSION

The University of Missouri is fully committed to achieving the goal of a diverse and inclusive academic community of faculty, staff, and students. It seeks individuals who are committed to this goal and its core campus values of respect, responsibility, discovery, and excellence.

At Mizzou Advancement, a diverse community of donors, alumni, staff, and friends is celebrated. It is committed to taking bold steps to create an inclusive culture where everyone is seen, heard, and valued. The Advancement team is continually learning and growing on its journey to embed diversity and inclusion in everything it does. Mizzou Advancement believes that diversity of views, informed by a breadth of life experiences, help it to understand its humanity more deeply and improve its service to mankind. Its efforts to be inclusive must be intentional and thoughtful, so that it might realize the full benefit of the diversity it seeks to build within Advancement.

PRIMARY RESPONSIBILITIES

The Executive Director for Advancement, Children's Hospital will

- provide leadership, coaching, mentoring, and inspiration to an Advancement team of major-gift fundraisers and administrative teams to accomplish and exceed goals set for Children's Hospital;
- build a strategic plan for fundraising efforts within Children's Hospital in conjunction with University of Missouri, MU Health Care, and MU Advancement leadership;
- actively engage in central based programs including gift planning, prospect research management efforts, and corporate foundation relations;
- serve as the point of contact for all donor activity within Children's Hospital;
- identify individual prospects through Grateful Families;
- lead Advancement strategic planning, including identification of priorities for Children's Hospital naming opportunities;

- meet regularly with the Associate Vice Chancellor and leadership to discuss strategies for top priorities and prospects and to gain support for positional leadership efforts;
- partner with leadership, faculty, and key leaders to assist with prospect strategy efforts that align with the strategic vision and goals for Children's Hospital to maximize philanthropic success;
- lead efforts for special campaigns including the Children's Hospital fundraising efforts to reach \$25M along with other initiatives as needed to fulfill the mission of the Children's Hospital;
- personally manage a portfolio of major and principal gift prospects, developing and implementing cultivation and solicitation strategies;
- manage an individual portfolio of major-gift and principal level donors, make substantive contact, and present proposals;
- identify donor prospects with a strong sphere of influence and affluence resulting in major gifts (\$50K and above) and principal gifts (\$5M and above); and
- oversee Advancement teams as related to the Children's Hospital, including fundraising events, salon engagement events, donor relations, and stewardship effort.

LEADERSHIP

Jackie Lewis

Vice Chancellor for University Engagement

Jackie Lewis is the MU Vice Chancellor for Advancement and joined the University of Missouri in August 2020. In this role, Jackie strengthens and cultivates the key partnerships that support the university's philanthropic goals and alumni relations, as well as collaborating with leaders across campus to build upon the university's ongoing fundraising efforts. She leads a team of about 180 dedicated advancement professionals committed to Mizzou's land-grant mission.

Jackie has a noted history of success in building support for academic medical centers; her experience in health care fundraising serves to guide the Mizzou Advancement team as they continue securing investments for the NextGen Precision Health Institute, the university's top capital priority.

Jackie came to Mizzou from the University of Maryland, where she spearheaded a \$1.5 billion campaign and helped secure a \$220 million gift, the largest in the university's history. Additionally, she led her team to two of the university's three highest fundraising performance years.

Prior to that, Jackie was Senior Vice President for Development at the University of Iowa Foundation in Iowa City, where she successfully led the campaign *For Iowa. Forever More*, a \$1.7 billion comprehensive campaign that raised more than \$1.97 billion. Her team secured the largest gift to the campaign, a \$45 million commitment in support of the creation of a neuroscience institute and a \$25 million gift to name a new children's hospital.

At The Ohio State University, Jackie served as Assistant Vice President of Medical Center Development and Alumni Affairs, serving on the team that successfully executed the \$475 million *Power to Change Lives* campaign to support research, clinical care, and education for the medical center and college of medicine.

Prior, Jackie served as Senior Vice President of University Initiatives and Vice President of Constituent Development at the Arizona State University Foundation in Tempe.

She has a B.S. in journalism and mass communications from Iowa State University and grew up in Osceola, Iowa.

Patrick O'Hara**Associate Vice Chancellor for Health System Advancement**

Patrick O'Hara joined Mizzou Advancement in 2021 and serves as the chief development officer for Mizzou's health science units, the School of Medicine, Sinclair School of Nursing, School of Health Professions, and College of Veterinary Medicine, as well as MU Health Care.

He and his team oversee a comprehensive approach to health science advancement, including grateful patient and client programming, in addition to alumni fundraising programs and the cultivation of transformative, visionary gifts.

Patrick brings extensive experience to his role, having previously served as Senior Associate Vice President of Institutional Advancement at the University of Texas Health Science Center at San Antonio. He has also held leadership roles at the University of Houston, the Mayo Clinic in Arizona and Minnesota, and served in leading national major gifts programs at St. Jude Children's Research Hospital and Juvenile Diabetes Research Foundation. Patrick holds a Bachelor of Arts in journalism with a concentration in advertising and marketing from Texas State University and a Master of Science in non-profit management from Our Lady of the Lake University.

PREFERRED COMPETENCIES AND QUALIFICATIONS

University of Missouri seeks an Executive Director for Advancement, Children's Hospital with

- a commitment to the mission of University of Missouri—to provide all Missourians the benefits of a world-class research university;
- a desire to save and improve the lives of children and their families, so that each child can live their healthiest, most fulfilling life;
- fundraising experience with a focus on major giving and an ability to develop and implement gift strategies with significant institutional impact;
- a track record of success in a capital campaign at a similar size higher education or health care institution;
- comprehensive knowledge of fundraising principles, methods, and standards in a college, research university or health care setting;
- outstanding collaborative skills and an ability to serve as a member of a team while working independently across diverse constituencies;
- strong time management, organizational, strategic thinking, and planning skills;
- exemplary interpersonal and written communication skills, and an ability to favorably affect volunteers and donors;
- a strong work ethic, self motivation, discipline, and personal integrity;
- fluency and comfort with technology;
- outstanding customer service skills including an ability to build consensus, resolve conflict, and leverage integrity;
- an ability to analyze needs, propose solutions, and motivate and inspire others to action.

A bachelor's degree or an equivalent combination of education and experience and at least ten years of experience from which comparable knowledge and skills can be acquired is necessary. Experience working in a healthcare environment, children's hospital, cancer center or academic health center is preferred.

SALARY & BENEFITS

The salary range for this position is \$115,000 to \$150,000 annually. University of Missouri offers a comprehensive [benefits package](#).

LOCATION

This position is located in Columbia, Missouri, the home of University of Missouri. Ranked by the American Institute for Economic Research as one of the nation's top 10 college towns, Columbia combines small-town comforts, community spirit, and a low cost of living with big-city culture, activities, and resources. The city of about 120,000 people lies midway between Missouri's largest metro areas: St. Louis and Kansas City. It is home to nationally recognized public schools including two top-ranked high schools and other colleges and educational centers. It is packed with restaurants and entertainment venues; home to multiple parks and outdoor recreation sites such as Rock Bridge State Park and the MKT Trail; and hosts more than a dozen annual cultural festivals. *Money* magazine, *Fortune* magazine, *U.S. News & World Report*, *Men's Journal*, MSN.com, among others have named Columbia one of the best places in the country to live.

APPLICATION INSTRUCTIONS

All applications must be accompanied by a cover letter and résumé. ***Cover letters should be responsive to mission of University of Missouri as well as the responsibilities and qualifications presented in the prospectus.***

To apply for this position, visit:

[Executive Director for Advancement, Children's Hospital, University of Missouri](#).

To nominate a candidate, please contact Felicia Garcia-Hartstein:

feliciagh@aspenleadershipgroup.com.

All inquiries will be held in confidence.